



SOLICITATION AMENDMENT #1

YH 15-0011

Specialty Pharmacy Services for
Anti-Hemophilic and
Other Blood Disorder Medications

Solicitation Due Date:

**March 23, 2015
3:00 pm Arizona Time**

Procurement Officer:

Jennifer Roberts

jennifer.roberts@azahcccs.gov

A signed copy of this amendment must be returned with the proposal and received by the State of Arizona on or prior to the Solicitation due date and time.

1. The attached Answers to Questions are incorporated as part of this solicitation amendment.

**OFFEROR HEREBY ACKNOWLEDGES RECEIPT AND
UNDERSTANDING OF THIS SOLICITATION
AMENDMENT.**

SIGNATURE OF AUTHORIZED INDIVIDUAL:

TYPED NAME:

TITLE:

DATE:

**THIS SOLICITATION AMENDMENT IS HEREBY
EXECUTED ON THIS DAY, IN PHOENIX, AZ.**

SIGNATURE:

SIGNATURE ON FILE

TYPED NAME:

Meggan Harley, CPPO, MSW

TITLE:

Procurement and Contracts Manager

DATE:

February 18, 2015



ANSWERS TO VENDOR QUESTIONS

Specialty Pharmacy Services for Anti-Hemophilic and Other Blood Disorder Medications - RFP # YH15-0011

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Question #	VENDOR NAME	Paragraph # or Title	Page #	Vendor Question	AHCCCS Response
1.	Banner Health			How are incarcerated hemophilia patient services handled? These patients do not and cannot meet the definition of a patient to dispense under 340B arrangements.	Section 1905 of the Social Security Act specifically excludes Federal Financial Participation for medical care provided to inmates of a public institution, except when the inmate is a patient of the medical institution for a minimum of 24 hours. Please refer to regulation 42 CFR 435.1009 for additional information.
2.	Banner Health	Blood product Utilization Report	Exhibit	Of the total units dispensed, how many patients does this volume represent state-wide?	Approximately 115 patients.
3.	Banner Health			If an AHCCCS member is covered by Medicare B primary insurance, do the terms of this contract cover the coordination of benefits for dual eligible members?	Yes, AHCCCS and its Contractors are secondary payers for Medicare Part B claims. AHCCCS and its Contractors' secondary payment plus the primary payer's payment can be no greater than what AHCCCS and its Contractors would have paid if they were the primary payer. The claims pricing is based on the 340B actual acquisition unit cost.
4.	Banner Health			If an AHCCCS member selects a Medicare Part C plan and is dual eligible, do the terms of this RFP apply?	For drugs covered under Medicare Part B- see question 3 response. For drugs covered under Medicare Part D- AHCCCS is prohibited from using federal and state funds to pay for prescription legend medications.
5.	Banner Health			Does this solicitation require Contractor to service the entire State of Arizona as a single-source provider?	It is the intent of AHCCCS to award one contract.
6.	Banner Health	Section 1.4: 1.4.1		If a patient requires more than one order per month because of inhibitor, break-through bleed, physician order dose increase dental work or surgical procedure, will an additional dispense fee be paid? The proposal is based on costs to dispense which includes supplies, shipping, etc.	AHCCCS will provide an exception process to the awarded Contractor.
7.	Banner Health	Section 1.4: 1.4.1		What is the rationalization behind a decreasing dispense fee for each consecutive year when expenditures (shipping, supplies, employee expense) continue to rise?	AHCCCS declines to respond.



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8.	Banner Health	Section 1.4:		1.4.2 and 1.4.3 refer to limits in 1.3.1 Perhaps these references should be changed to 1.4.1?	Yes, the RFP document will be changed from 1.3.1 to 1.4.1 for 1.4.2 and 1.4.3.
9.	Banner Health	Section 1.4.3:		Please provide the algorithm and reasoning behind proration?	For example, the maximum dispensing fee for a 30-day supply for the first year of the contract is \$750 which equates to \$25 per day. For less than a 30-day supply, the dispensing fee is pro-rated based on \$25 per day. The same process is applied to the remaining years of the contract.
10.	Banner Health			What are the responsibilities of Banner to communicate with program and providers regarding loss to follow-up?	Please refer to Scope of Work sections 2 and 5.1.2. and Special Instructions to Offerors Section 3.2.3AHCCCS does not fully understand what information is being requested. Please refer to the scope of work.
11.	Banner Health			Can AHCCCS provide more detail regarding the requirement of coordination of care?	Please refer to Scope of Work sections 2 and 5.1.2. and Special Instructions to Offerors Section 3.2.3.
12.	Banner Health			What patient education services are expected to be provided in a clinic-setting, in the home, or by phone?	Please refer to sections 5.1.5, 5.1.7, and 5.3 of the Scope of Work and section 3.2.4 of Special Instructions to Offerors. The awarded Contractor must meet the needs of the patient and be prepared to coordinate services as required, for example, coordination of nursing services for new patients administering factor in the home setting. Nursing services are not included in this RFP and are billed separately as a medical service.
13.	Banner Health			What is the drug replacement process if a delivery isn't received by the patient and there is proof that Banner followed the shipping procedures?	Scope of Work: 5.1.12- Emergency and standard delivery services to the member. This is a required service of the awarded Contractor.
14.	Banner Health	Section 1.1 to 1.5	47	If the Contract bidder is not able to purchase the medications under a 340B arrangement, but is willing to support drug costs would AHCCCS consider a non-340B proposal plus a dispense fee?	No, AHCCCS will not consider non-340B pricing arrangements.
15.	Banner Health	Section 1.4.1	47	Will AHCCCS consider a contractor proposal if the dispense fee is higher than the published RFI figure but the costs are substantiated?	No, AHCCCS will not consider proposals for dispensing fees that are higher than those published in the RFP.



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16.	Phoenix Children's Hospital	Special Instructions to Offerors #2	18	Will the evaluation by AHCCCS for the award of this RFP, related to Experience and Expertise of the Firm, include the Offerors' medical and overall care experience and expertise for the Hemophilia Patient population?	No, the Offeror's experience and past performance will be evaluated on the extent of its success in managing and integrating work relevant to that of a specialty pharmacy and as defined in the Scope of Work.
17.	Phoenix Children's Hospital	Pricing Schedule 1.4.1	47	Will AHCCCS provide some specific details or guidance around the methodology to be used for the 30 day supply of medication requirement and as it relates to method for claims adjudication?	Please refer to question 9.
18.	Wellpartner	5.1.19	6	For the specialty pharmacy services described in the RFP, would AHCCCS consider a specialty pharmacy that is not located in Arizona?	No, the RFP requires the specialty pharmacy to be located in the State of Arizona. Please refer to Section 5.1.19 of the Scope of Work.
19.	Wellpartner	5.2	6	Will members who need anti-hemophilia treatment be required to seek care only at certain 340B qualified entities? If so, please provide a list of those entities.	Patients must meet the HRSA definition of a "patient of the entity". The awarded contractor and 340B/entity will be responsible for meeting HRSA regulations. Prescribing clinician(s) of the 340B entity, contracted with the awarded offeror, to provide specialty pharmacy services under this RFP, may refer members to outside specialists.
20.	Wellpartner	Sec 2 5.9	4 7	Can the 340B administration part of the scope of work (e.g., establishing contract pharmacy relationships between the selected specialty pharmacy and 340B qualified entities, determining individual prescriptions' eligibility for 340B pricing, financial reconciliation, etc.) be administered by a subcontractor?	Yes, to the extent that it meets the AHCCCS 340B legislative rule. All subcontractors must be approved by AHCCCS.